



**Above
the
Crowd!**

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MAIL BRANCH

Office of the Secretary
Federal Communications Commission
Att: Docket No. 92-90, Telephone
Consumer Protection Act of 1991
1919 M St. N.W.
Washington D.C. 20554

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ENFORCE COMPLAINTS
ENFORCE ENFORCE
COMMON CARRIER BUREAU

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

August 28, 1992

Ladies and Gentlemen,

I am a residential real estate salesman. I've been doing this work for fourteen years. Telephone communication is essential in my work. In order to gain employment I solicit homeowners who have either advertised their home for sale, placed a sign on their lawn with phone number, or have become an "expired", that is, they were under a marketing contract that has concluded its time period.

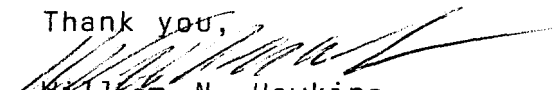
This type of contact is sometimes referred to as "cold calling". It is a necessary part of the real estate business. Most Sellers who advertise are usually unsuccessful in selling on their own. They eventually hire professionals like myself. They are called and visited (by invitation). In this way they select who they will hire to market the property.

This direct contact offering a useful, needed service is far removed from those telemarketing methods which have caused so much unrest. We have reasonable and welcome conversations with home sellers. They are often very positive and receptive to the tips and knowledge we pass on to them.

It simply is not in the category of "boiler room" or artificial computer-generated calls.

We are restricted enough by the 9:00p.m. rule. Please do not interfere in Real Estate Marketing.

Thank you,


William N. Hawkins
Associate Broker

RE/MAX in the Hills

1400 Woodward Avenue, Suite 100
Bloomfield Hills, Michigan 48304
Office: (313) 646-5000, (800) 521-3021
Fax: (313) 646-1963

Each Office Independently Owned and Operated

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MAIL BRANCH



WALLSTREET, INC.
REAL ESTATE

14304 FENTON RD. • FENTON, MI 48430 • (313) 750-1900

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

August 28, 1992

Office of the Secretary
Federal Communications Commission
1919 M St. N.W.
Washington, D.C. 20554

Attn: Docket No. 92-90

To whom it may concern,

A key part of the residential real estate business involves using the telephone for person-to-person solicitation. "Cold" calling is very important in our business in particular and the residential real estate industry in general. This letter is urging you not to restrict our ability to use this form of solicitation.

Thank you for your consideration.

Sincerely,

David W. Hamze
Realtor Associate

DWH:ms

enclosure



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Thank you for your consideration.

Sincerely,

Michelle Sefa
Realtor Associate

MS:ms

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OFFICE OF THE SECRETARY

Carolyn D. Morgan
Independent Insurance Agent

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August 25, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N.W.
Washington, D.C. 20554

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

RE: Docket No. 92-90, Telephone Consumer Protection Act of 1991

Dear Sir/Madam:

As an Independent Insurance Agent, and a small business person, I urge you NOT to restrict person-to-person telephone solicitations of residential homes.

This is my life line for staying in business, especially as I get referrals from my clients. By placing this restriction you would raise my cost of doing business, along with other small businesses. This would also increase the cost of bringing valuable services to the consumer.

Please consider this matter very seriously and the consequences that it would impose on my industry.

Again, I urge you, DO NOT IMPLEMENT THIS RESTRICTION.

Sincerely,

Carolyn D. Morgan

Carolyn D. Morgan



Great Lakes Realty

31000 Northwestern Highway, Suite 101
Farmington Hills, MI 48334-2585
(313) 626-9100

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Office of the ~~Branch~~ ^{MAIL BRANCH}
Federal Communications Commission
Attn: Docket No 92-90
1919 M st. N.W.
Washington D.C. 20554

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Sirs:

In considering the implementation of the Telephone Consumer Protection Act of 1991. I urge you not to restrict any person-to-person telephone solicitations.

As a Real Estate agent person-to-person solicitation is very important to my business and the business of most agents. To prohibit, or further restrict this activity would be detrimental to my ability to produce income.

I do agree that the use of artificial computer generated solicitations is not only offensive to consumers, but contributes to increased unemployment and consumer complaints.

Again I urge you not to restrict person-to-person solicitations in your consideration of "Docket No. 92-90 Telephone Consumer Protection Act of 1991."

Sincerely;

The Prudential
Great Lakes Realty



Great Lakes Realty

31000 Northwestern Highway, Suite 101
Farmington Hills, MI 48334-2585
(313) 626-9100

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Office of the Secretary
Federal Communications Commission
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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

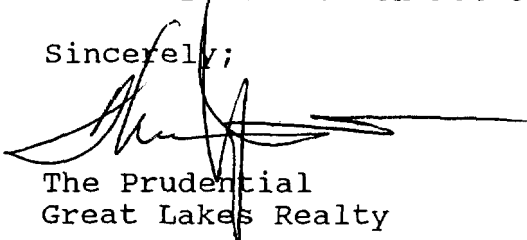
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I do agree that the use of artificial computer generated solicitations is not only offensive to consumers, but contributes to increased unemployment and consumer complaints.

Again I urge you not to restrict person-to-person solicitations in your consideration of "Docket No. 92-90 Telephone Consumer Protection Act of 1991."

Sincerely;



The Prudential
Great Lakes Realty

August 24, 1992

Office of the Secretary
Federal Communications Commission
1919 M St. N.W.
Washington, D.C.

Attn: Docket No. 92-90

Dear FCC,

I am deeply concerned over the consequences of enacting legislation that would seriously restrict or eliminate the dissemination of potentially highly valuable information to the public at large.

It is obvious that certain special interests would greatly benefit from the elimination direct person-to-person telephone marketing.

The skyrocketing costs of radio, television and print advertising plus their inability to focus on unique markets make them a very poor choice for many small business people.

As a small business person, I rely heavily upon relatively small and niche markets to support my company.

With telemarketing restricted or eliminated, this can only lead to one thing... the loss of small business jobs at the expense of greater profits for the traditional marketing media and big business.

Ultimately, consumers will be the big losers from such legislation through higher prices for goods and services and from reduced market competition.

I strongly urge you to oppose any legislation the would limit my ability to reach the public in a timely and cost effective way.

Thank you for your kind attention.

Sincerely yours,



Michael C. Brown
Realtor
43736 Proctor
Canton, MI 48188
(313) 397-1351

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INFORMATION COMPLAINTS
ENFORCEMENT DIVISION
COMMUNICATIONS BUREAU

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

**SPECIAL REAL ESTATE
17589 JAMES COUZENS
DETROIT, MI 48235
CONV - FHA - VA - HUD
ASK FOR FANNY (313) 861-0550**

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OFFICE OF THE SECRETARY

8-28-92

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Dear FCC MAIL BRANCH

Cold Calling on the telephone
is so important to my Real
Estate Business. Without cold
calling my business will have to
close. I get most of my properties
for sale through cold calling.
Docket # 92-90. Telephone Consumer
Protection Act of 1991

Thank you
Fanny Clay Broker.

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REAL ESTATE



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August 28, 1992

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Thank you for your consideration.

Sincerely,

Nabiha Sefa
Broker

NS:ms

enclosure